



HAIYAN TAO
Business and Corporate Laws

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Haiyan is a seasoned attorney specializing in business and corporate law, with a focus on startups, emerging businesses, and mergers and acquisitions. With over a decade of experience, Haiyan has represented a diverse clientele, including startups, private companies, and investment groups, in a wide range of corporate and financing matters.

In her startup practice, Haiyan provides guidance to startup and emerging companies from formation to acquisition, covering areas such as equity incentive plan, venture capital financing, equity financing, debt financing, operational compliance, employment and labor matters, commercial contracts and intellectual property protection. She also advises venture capital firms and angel investors in their investments in startup ventures.

In her general corporate practice, she advises clients in corporate/commercial transactions, mergers and acquisitions, corporations, and limited liability companies, offering guidance on contracts, corporate governance, shareholders agreement, business counseling and business exit planning.

Haiyan also collaborates with the firm's tax team to offer cost-efficient legal solutions for families regarding wills, trusts, estate planning, and business succession.

Prior to joining our firm in 2018, Haiyan worked as a corporate attorney for a top-tier Chinese law firm in its Beijing office.

Focus Areas:

- ❖ Business Counseling & General Corporate
- ❖ Startups and Emerging Businesses
- ❖ Mergers & Acquisitions
- ❖ Venture Investment
- ❖ Commercial and Intellectual Property Transactions
- ❖ Wills, Trusts and Estate Planning
- ❖ Cross-Border E-Commerce

Education

LLM, Columbia Law School,
New York, NY

LLB., Peking University, Beijing,
China

Bar and Court Admissions

State of Washington

Professional Associations

Washington State Bar
Association

King County Bar Association

Languages

English, Chinese (Mandarin)

Representative Clients & Transactions

- ❖ Represented a biomolecular solutions provider in its financing transactions with a total fund raise size of approximately \$10M
- ❖ Represented an automation startup in its financing transactions with a total fund raise size of approximately \$20M
- ❖ Represented an investment firm in its equity investment in more than 10 startup companies
- ❖ Represented a private equity firm to provide term loans and revenue-based financing to B2C and B2B companies (\$2M-\$8M per transaction)
- ❖ Represented a technology solutions provider on its acquisition of application migration business
- ❖ Represented a green chemistry company on its acquisition of water treatment business
- ❖ Represented several startups in cross-board e-commerce, including entity formation, strategic structuring, contract negotiations, IP protection, data privacy and security, and compliance matters
- ❖ Advised high net worth individuals in Seattle and in Bellevue on tailored estate planning and business succession strategies

Blogs and Articles:

[Do Not Try to Self-Administer Your Stock Option Plan](#), the Startup Law Blog